



*distinctly different*

**October 2020**

**Volume 38, Issue 4**



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# AREA CHAMBER OF COMMERCE MARSHALLTOWN



## Important Census deadline is September 30

A key deadline of September 30 is approaching for the 2020 U.S. Census. This is the deadline to complete your Census, which can be done online at [my2020census.gov](https://my2020census.gov), via phone or via mail. It's not too late!

Census takers have been following up with in-person visits across the country for those who have not completed the forms. The 2020 Census counts every person living in the United States and the five U.S. territories.

### Why is the Census important?

The results of the 2020 Census will help determine how hundreds of billions of dollars in federal funding flow into communities every year for the next decade. That funding shapes many different aspects of every community, no matter the size, no matter the location. The Census determines how many congressional representatives each state gets.

Census results affect planning and funding for infrastructure—including programs for highway planning and construction, Section 8 housing, federal transit, community development, and rural water and waste disposal systems.

For more information on the impact of the Census visit [2020Census.gov](https://2020Census.gov).



Marshalltown Area Chamber of Commerce  
P.O. Box 1000  
Marshalltown, IA 50158

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# 2020 Times-Republican Best of the Best

*Congrats to all our members who made the list!*

## 21 & Up

Best Bar – Old Timer Tavern  
Best Bloody Mary – Calvin Rockett Bar & Grill  
Best Happy Hour – Old Timer Tavern  
Best Margarita – El Portal  
Best Wine – Tannin

## Animal Care

Best Pet Daycare/Boarding – Happy Tails  
Best Pet Groomer – Happy Tails  
Best Pet Supply – Theisen's  
Best Small Animal Vet – The Hometown Veterinarian

## Auto

Best Auto Repair – McAtee Tire  
Best Car Wash – Rainbow Car Wash  
Best New Car Dealer – Jensen Ford  
Best Tire Shop – McAtee Tire  
Best Used Car Dealer – Jensen Ford

## Beauty

Best Hair Salon – Ambellish Salon  
Best Massage – aSPArations Salon & Day Spa  
Best Spa – aSPArations Salon & Day Spa  
Best Stylist – Kelsey Ambler, Ambellish Salon  
Best Tanning – Planet Fitness

## Dining

Best Bakery – Hy-Vee  
Best Butcher/Meat Counter – Fareway  
Best Coffee Shop – West End Perk  
Best Delivery – MyTown2Go  
Best Grocery Store – Fareway  
Best Italian Restaurant – MAMA DiGrado's  
PASTA & PIZZA

Best Mexican Restaurant – La Carreta  
Mexican Grill

Best Patio – Calvin Rockett Bar & Grill

Best Restaurant – Smokin' G's BBQ,  
Restaurant & Catering

Best Sandwich Shop – Sub City

Best Steakhouse – Rube's Steakhouse

## Shopping & Entertainment

Best Antique Store – Main St. Antiques  
Best Awards/Engraving – Adland Engraving &  
Screenprint Co.

Best Banquet/Wedding Venue – Midnight  
Ballroom

Best Boutique – Oliver Beene

Best Bowling – Wayward Social

Best Consignment – State Street Trading Co.

Best Florist – It's Unique Floral Boutique

Best Golf Course – American Legion Golf  
Course

Best Jewelry Store – Hellberg's Jewelers

Best Shoe Store – Brown's Shoe Fit Co.

## Food

Best BBQ – Smokin' G's BBQ, Restaurant &  
Catering

Best Burger – Calvin Rockett Bar & Grill

Best Catering – Smokin' G's BBQ, Restaurant &  
Catering

Best Pizza – Zeno's Pizza

Best Ribs – Smokin' G's BBQ, Restaurant &  
Catering

Best Steak – Rube's Steakhouse

## Health & Fitness

Best Audiologist – Wolfe Eye Clinic

Best Chiropractic – Bantz Chiropractic Center

Best Dentist – Downey & Gantz

Best Eye Doctor – C Eye Care

Best Gym/Fitness – Planet Fitness

Best Health Care Clinic – McFarland Clinic

Best Optical – The Optical Center

Best Rehab – SportsPlus Sports Medicine and  
Physical Therapy Center

## Home & Farm Services

Best Appliance Store – Pentz Appliance & TV

Best Cleaning Service – Servicemaster

Best Concrete – Concrete Inc.

Best Farm Equipment – Central Iowa Farm Store

Best Flooring – Strands Flooring & Paint

Best Furniture – McGregors Furniture

Best Garden Center – Isle of Green

Best Hardware – Thompson True Value

Best Home Builder – Simms Construction

Best HVAC – Kapaun & Brown

Best Interior Design – Strands Flooring & Paint

Best Paint Store – Strands Flooring & Paint

Best Lumberyard – Spahn & Rose

Best Pest Control – Schendel Pest Control

Best Plumber – Bjelland Plumbing

Best Rentals – Superior Rentals

Best Restoration – Servicemaster

Best Trash/Sanitation – Stone Sanitation

Best Tree Service – Top Notch Tree Service

## Professional Services

Best Accountant – Bergman Tax and Accounting

Best Bank – United Bank & Trust

Best Cable Provider – Mediacom

Best Cell Phone Provider – U.S. Cellular

Best Charity – Big Brothers/Big Sisters

Best Credit Union – Member's 1st Community  
Credit Union

Best Financial Planner – Edward Jones

Best Funeral Home – Mitchell Family Funeral  
Home

Best Law Firm – Peglow, O'hare & See P.L.C.

Best Place to Work – Grandview Heights Rehab  
& Healthcare

Best Photographer – Stalzer Photography

Best Printing – Minute Man

Printing and Graphics

Best Realtor – Bob Grimes, New Horizons Realty

Best Realty Company – Five Star

Real Estate Group

Best Retirement Facility – The Willows of  
Marshalltown

Best Senior Assisted Living – The Willows of  
Marshalltown

Best Tax – H&R Block

Best Website – Times-Republican

# MEMBER SPOTLIGHT

## Packaging Corporation of America

With over 120 facilities (including six containerboard mills and 93 manufacturing locations in the US) it's no wonder that Packaging Corporation of America, or PCA, is one of the largest producers of containerboard and corrugated packaging products nationwide. The Marshalltown location is a full-line plant and specializes in corrugated shipping containers.

PCA is so much more than boxes and containers. They provide a plethora of services including design with structural and graphic designers on board. Technical services include new product development, materials testing, and strategic package development, to name a few. PCA Brand and Marketing Services can collaborate with you to find a cost-effective solution that demonstrates uniqueness in the market to increase sales and keep competitive advantage. PCA offers Value Improvement Process Auditing for customers to reduce costs, increase sales, and streamline processes. Point-of-purchase and point-of-sale displays with a quick turnaround time is something that PCA offers as well.

What really sets PCA apart from other paper/box manufacturing businesses? Echo Nuese, Marshalltown Customer Service Manager, says "We take pride in our customer service and working with our clients to come up with a customized solution that works for them. We also set ourselves apart in the area of supporting our community. With the craziness of 2020, this has become important, now more than ever, and we want the Marshalltown community to know we are here in good times and in bad."

Not only is PCA a business that supports the Marshalltown community, but earlier this year was awarded "One of America's Most Responsible Companies of 2020" by Newsweek Magazine. This award focuses mainly on sustainability efforts.

PCA's Marshalltown location is at 1402 S 17th Ave and the Conrad location is 502 W Center Street in Conrad. For more information visit their website at <https://www.packagingcorp.com/marshalltown-full-line-plant>.



## Thank You Reinvesting Chamber Members

The reinvesting members printed in bold type marks those with memberships in increments of five years.

Adland Engraving & Screen Print Co.	32	J&M Roofing & Maintenance	17
<b>Ambellish Salon</b>	<b>5</b>	<b>Jack's Pho' House</b>	<b>5</b>
Animal Medical Clinic, P.C.	33	JBS Swift & Company	61
<b>Arby's Restaurant</b>	<b>30</b>	Kading Properties	1
Augustine Company	32	Kibbey Lofts	1
B & G HVAC	14	Kimball & Beecher	
BDH Technology	17	Family Dentistry	42
Bickford of Marshalltown	23	Lamar Advertising	24
Bjelland Plumbing, Inc.	26	Lennox Emp Credit Union	36
Bolton and Menk Inc.	1	Lennox Industries	91
Brown's Shoe Fit Co.	13	M. Gervich & Sons, Inc.	56
Buena Vista University	33	<b>Marshall County</b>	
City of Marshalltown	28	<b>Arts &amp; Culture Alliance</b>	<b>15</b>
Clapsaddle-Garber Assoc.	49	Mtawn Comm. College	28
<b>Clemons Inc. Chevrolet</b>	<b>45</b>	Mtawn Comm. School District	28
Comfort Keepers	13	Marshalltown Company	61
Concept by Iowa		Mtawn Senior Citizens Center	1
Hearing Aid Center	12	Marshalltown Water Works	39
Con-Struct, Inc.	47	Marshalltown YMCA-YWCA	43
Cornerstone Church	1	McFarland Clinic	22
<b>Dave Wright</b>		McGregors Furniture	57
<b>Chrysler-Dodge-Jeep</b>	<b>55</b>	<b>Mechdyne Corporation</b>	<b>20</b>
Dennis Grabenbauer	13	Messy Missy's	7
<b>Edward Jones</b>		Mid-Iowa Workshop(MIW)	36
<b>Investments - Wirin</b>	<b>40</b>	Mitchell Family Funeral Svcs	16
<b>Elmwood Country Club</b>	<b>55</b>	Moore, McKibben,	
Emerson	107	Goodman, & Lorenz	27
<b>Energy 106.7 FM</b>	<b>25</b>	Nagle Signs, Inc.	34
Fauna Nord & Kelli Thurston Team	3	OnMedia Ad Sales	32
<b>Feldman Financial Group</b>	<b>15</b>	Peglow, O'Hare & See, P.L.C	47
Great Western Bank	57	Premier Real Estate	43
Grecian, Colene D.D.S.	12	Primary Health Care, Inc.	12
H & F Distributing	44	Rainbow Car Wash, Inc.	34
<b>Hahn Roofing</b>	<b>20</b>	Redeemer Lutheran Church	1
Hampton Inn & Suites	11	Ritchie Industries	6
Hanke Refrigeration	7	Roseland, Mackey,	
Hay Construction Services	24	Harris Architects	18
Independent Insurance Svcs	44	Ryerson	33
Iowa Valley Continuing Ed	28	<b>SagePoint Financial</b>	<b>30</b>
Iowa Veterans Home	32	ServiceMaster by Rice	1
		<b>ServiceMaster of Mtawn</b>	<b>35</b>
		<b>continued...</b>	

## Reinvesting Chamber Members continued

Smiles In Motion	17	Timber Creek Enterprise	34
Smokin' G's BBQ,		TNT Price Income Tax	4
Restaurant and Catering	12	Tom Mack	46
Starnes TV & Appliance	31	Top Notch Tree Service	7
Strand's	44	<b>Trending Media</b>	<b>45</b>
Subway	28	UnityPoint Health - Mtawn	94
Taco John's	44	US Bank	56
Tannin, Inc.	2	Walmart	37
<b>Taylor's Maid-Rite</b>	<b>60</b>	Wandering Creek Golf Course	12
Tele-Difference	4	Weidner Construction, Inc.	42
Temp Associates	22	Wells Fargo Advisors	42
Terry Kluck	7	Zeno's Pizza	58
Thrivent Financial	2		

## A message from the Marshall County Board of Health

We are currently in the midst of a pandemic with COVID-19 and now the annual flu season is starting. Many people and many employers have questions about these two illnesses. Both are caused by viruses and both are primarily spread through respiratory means.

The flu and COVID-19 share many symptoms: fever, cough, shortness of breath, fatigue, muscle aches, sore throat, runny nose, or headache. Both illnesses can be very mild or each can become very severe and lead to complications or death. COVID-19 has a symptom that the flu does not have and that is a change in or loss of taste or smell.

If you are ill you need to stay home. You should consider being tested for COVID-19 if you have had exposure to a case of COVID-19 or if you experience a loss of taste or smell. If you have more severe symptoms you should see your provider and they can test for both COVID-19 and influenza. It is important to differentiate between COVID-19 and influenza so that we can try to reduce the spread of these viruses.

If you have COVID-19 you should stay home for at least 10 days since the onset of symptoms assuming you are without a fever for the last day. If you have influenza you should stay home until you are without fever for 24 hours.

Everyone should receive a flu shot this fall. As has been reported in the news work is being done on developing a vaccine for COVID-19 and hopefully that will be available in the near future. At this time we do not know what the vaccine will entail and further details should be forthcoming.

Dr. Ken Lyons, M.D., Chairman  
Marshall County Board of Health

AREA CHAMBER  
OF COMMERCE  
MARSHALLTOWN



## Board of Directors

Jill Lutes, Chair  
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Jessica Kinser  
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Dr. Theron Schutte, MCSD  
Dr. Kristie Fisher, IVCCD

## Staff:

**Lynn Olberding**  
President & CEO  
**Andrew Potter**  
Tourism Director  
**Keri Morris**  
Membership Director  
**Carlos Jeer**  
Economic Development Director  
**Sarah Marckres**  
Office Assistant

## Two Marshalltown Businesses are chosen for the Goldman Sachs 10,000 Small Businesses Program

Tasha Schnathorst, co-owner of aSPArations Salon and Day Spa in Marshalltown, and Jonathan Bizios, co-owner of Minuteman Inc., will be commuting to DMACC this fall, as they were selected to participate in the 10,000 Small Businesses program. To qualify, participants have to be in business for at least two years, have business revenues of \$100,000 in the most recent fiscal year, have at least two full-time employees, and be the owner or co-owner of said business. The program is funded through the Goldman Sachs Foundation, in partnership with Babson, ICIC, and DMACC and all tuition and costs (including meals and hotel during in-person stays) are covered for the business owner.

Tasha owns the salon with husband, Terry Schnathorst, who is also a full-time employee at Marshalltown Company. Schnathorst says "It is an honor just to have been nominated, and then selected as just 1 of 27 businesses in the state of Iowa! As someone whose motto is – Never stop learning – I am excited to learn from leaders in the business industry. Over the past few years, I have been slowly backing out of the treatment room, to focus more on business operations. While this program is definitely a time commitment, I am really looking forward to applying everything we learn directly to our business."



Johnathan Bizios co-owns MinuteMan Inc. which provides printing and silkscreen services. Bizios says "Ever since I can remember, I have wanted to own my own business. Growing up, my father owned and ran a restaurant and this sparked an entrepreneurial spirit within me. Starting a new business, I knew that some things were going to be easy and that some things were going to be difficult, just due to lack of experience in some areas. I am hoping that this program will help me gain more experience in various business-related areas as well as provide a network of other business owners that I can communicate with regularly and lean on for advice in certain instances."

The 10,000 Small Businesses program is offered nationwide and according to the website is "an investment to help small businesses grow and create jobs by providing them with greater access to education, capital, and business support services." Business owners from across the state of Iowa will commit 6 hours/week (either online or in-person) for a full semester and will focus on topics such as leadership skills, negotiation tactics, and being competitive in our current business climate. They will also be building a network of support through other business owners in the program.

Marshalltown Area Chamber of Commerce President & CEO, Lynn Olberding, says "Tasha and Jonathan are perfect candidates for this opportunity and while we wish we could nominate all member business owners, we are so happy to have two representatives from Marshalltown in this year's cohort. Our job as a Chamber is to connect our members with opportunities that enhance their business."

aSPArations Salon and Day Spa has been open since 2013 and is located at 112 Nicholas Drive in Marshalltown. aSPArations is a full-service salon and spa offering massage, facials, skincare, salon, and nail services. Call 641-753-4095 or go to [www.asparations.com](http://www.asparations.com) to learn more.

Minuteman, Inc is a full-service print shop offering full graphic design services. MinuteMan Inc is located at 101 S. 1st St. in Marshalltown. Call 641-752-7700 or go to [www.minutemanprint.com](http://www.minutemanprint.com) to learn more.

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**KAPAUN & BROWN, Inc.**

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**753-3563**





# MARSHALLTOWN NEWS

(we just have to *brag a little*)

## Congratulations to...

**United Bank & Trust** is pleased to announce the recent hiring of **Doug Husak** as a Senior Vice President and Senior Loan Officer.

Doug has over 25 years banking experience, and specializes in commercial/agricultural lending and relationship management. In his new role, he will oversee the loan department, and help business and farm customers with their credit needs. Doug will office out of the main bank location at 2101 S. Center St., Marshalltown.

"We are excited to have Doug join our team at United Bank & Trust. His expertise and understanding of business operations and financials from small businesses to large corporations make him a great addition to the team. It's very apparent to us already that he has a strong commitment to helping his customers and supporting the local community," commented Robert Thomas, Bank President.

A long-time resident of Marshalltown, Doug supports local organizations through involvement with the following organizations: Lion's Club, Pilgrim Heights, Marshalltown Central Business District and St. Mary's Church.



## Flu shots available in Marshalltown

Flu shots are now available at **McFarland Clinic in Marshalltown**. The flu shot is offered in a variety of ways for you and your family to get vaccinated this fall.

Designated flu clinics at the Family Flu Clinics are available to schedule online or by calling 641-752-0654. Talk to your provider at your next appointment to request the flu shot vaccine or call to make an appointment. Information about the flu shot or to set an appointment online, visit [mcfarlandclinic.com/flu](http://mcfarlandclinic.com/flu).

McFarland Clinic recommends everyone 6 months of age and older be vaccinated against influenza every year. It is important to get the flu vaccine, now more than ever. The flu vaccine prevents infection with influenza, a contagious virus with many of the same symptoms such as COVID-19. The vaccine helps maintain your health and safety. Lastly, getting your flu shot will reduce a surge of illness in our communities and preserve healthcare resources.

**Listen to Chamber Chat every Sunday morning at  
6:30 a.m. on 99.5 KDAO FM and 7:30 a.m. on 1190 KDAO AM**



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# CHAMBER AMBASSADORS VISITS



On August 25, 2020 the Chamber Ambassadors held a ribbon cutting for Guiding Star of Marshalltown (2501 South Center St).



The Chamber Ambassadors visited YSS of Marshall County (22 North Center St) on September 8, 2020 for a ribbon cutting to celebrate their new location.



On September 8, 2020 the Chamber Ambassadors joined ASI Audiology (28 West Main St) for a ribbon cutting.

## Thank you to this incredible group of volunteers our Chamber Ambassadors!

Each month, this group of volunteers  
visits Chamber member businesses and  
organizations to say “thank you”.  
We’d like to take this opportunity to thank them!

Doug Beals   Cindy Brodin   Joe Demonte   Heidi Drager  
Dean Fogarty   Dennis Grabenbauer   Pat Gulbranson  
Joe Hannam   Denny Hass   Andrea Jordan   Kari Kilstrom  
Terry Kluck   Joe Leonard   Tom Mack   Deanna McGowan  
Dan Moellers   Kris Naughton   Mark Osmundson   Jon Pierce  
Reed Riskedahl   Mary Rund   Gary Schaudt   Roger Schoell  
Andy Schwandt   Kevin Vaughn   Tom Wahl

Visit [www.marshalltown.org](http://www.marshalltown.org) for all the latest  
Chamber news and upcoming events.

## Thank You Ambassadors!

AREA CHAMBER  
OF COMMERCE  
MARSHALLTOWN





## New Chamber Members

*The following businesses have invested in the greater community by joining the Marshalltown Area Chamber of Commerce. Please support these businesses with your patronage.*

### **E & D Installations**

Sarah Stone, Co-owner  
Joe Stone, Co-owner  
1300 E. Anson St., Marshalltown  
641-758-3255

*Locally-owned company specializing in everything from Pinterest projects to whole home and commercial remodel.*

### **SAS & Co**

Sarah Stone, Owner  
1300 E. Anson St., Marshalltown  
641-758-3255

*A retail store with a mixture of bath products, home goods, décor and furniture.*

### **Main Street Dental**

Kent Downing, Owner  
210 W. Main St., Marshalltown  
641-753-7000

*Bilingual dentist office. Dr. Downing purchased the practice previously owned by Dr. John Collison.*

### **North Star Community Services**

Jodie Muller, Director of Donor Relations  
Monica Loupee, Assistant Director  
307 W. Main St. #4, Marshalltown  
641-754-4842

*Non-profit rehabilitative services agency serving Northeast, North Central, and parts of Central Iowa.*

### **Fortress Benefits**

Kyle S. Hall, Benefit Consultant  
641-481-5145  
FortressBenefits.com

*Solutions-based benefits provider for Iowa small businesses.*

### **Achieve TMS Central**

Angie Harris, Regional Marketing Manager  
9 E Southridge Rd., Marshalltown  
515-474-7067

*A clinic that offers deep TMS therapy - transcranial magnetic brain stimulation therapy - to treat depression and OCD. Covered by most insurance companies.*

## REFER A MEMBER GET \$100 CREDIT

Now through October 1

REFER A NEW BUSINESS MEMBER AND  
RECEIVE A \$100 CREDIT TO YOUR ACCOUNT TO  
BE USED TOWARDS SPONSORSHIP OR DIGEST  
ADVERTISING!\*

It's easy! Send Keri the prospect's contact info  
and she will do the rest!

Keri Morris  
Membership Director  
kmmorris@marshalltown.org  
641-753-6645

\*Referral must submit application and  
payment to receive the \$100 credit.  
Promotion runs through Oct. 1, 2020.



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# BUSINESS DIRECTORY

## ADVERTISING SPECIALITIES

### MARSHALLTOWN TIMES-REPUBLICAN

135 W. Main  
Marshalltown

**753-6611**

## APARTMENTS

### SOUTHERN HILLS APARTMENTS

753-4533

### BOULDER PROPERTIES 1 & 2 Bedroom Apartments

**641-752-7767**

[www.venturellc.com](http://www.venturellc.com)

## ATTORNEYS AT LAW

### MOORE, McKIBBEN, GOODMAN, & LORENZ, LLP

Larry E. McKibben  
James L. Goodman  
William J. Lorenz  
Douglas W. Beals  
Michael R. Horn  
Norma J. Meade  
Sean K. Heitmann  
Brandon W. Ruopp  
Brandon J. Buck  
26 S. 1st Avenue  
Suite 302  
Marshalltown

**641-752-4271**

[www.marshalltownlaw.com](http://www.marshalltownlaw.com)

### BRADSHAW FOWLER PROCTOR & FAIRGRAVE, P.C.

Joel T.S. Greer  
Nicci M. Ledbetter  
Abigail M. Hillers  
112 W. Church St. Marshalltown  
641-752-5467  
[www.BradshawLaw.com](http://www.BradshawLaw.com)

## ATTORNEYS AT LAW

### PEGLOW, O'HARE & SEE

118 East Main Street  
Marshalltown

**752-8800**

### GRIMES, BUCK, SCHOELL, BEACH & HITCHINS

Roger R. Schoell  
Kevin R. Hitchins  
Jeffrey P. Hazen  
Joel R. Thronson

102 East Church St.,  
Marshalltown  
**641-752-4507**

## AUTOMOTIVE

### ARNOLD MOTOR SUPPLY

116 E. Anson St.  
Marshalltown

**753-5533**

## BUILDING SUPPLIES

### SPAHN & ROSE LUMBER CO.

110 W. Madison St.  
Marshalltown

**752-1541**

## CARPET CLEANING

### SERVICEMASTER

Carpets • Upholstery  
Duct Work  
Commerical  
Janitorial Services

**752-3956**

## COMMERCIAL CONSTRUCTION

### WOODRUFF CONSTRUCTION, LLC

[info@woodruffcompanies.com](mailto:info@woodruffcompanies.com)  
[www.woodruffcompanies.com](http://www.woodruffcompanies.com)

**515-232-4535**

## CREDIT UNIONS



Lennox Employees Credit Union  
1004 E. Main Street • Marshalltown, IA 50158

**641-754-4501**

## ENGINEERING & LAND SURVEYING

### CLAPSADDLE-GARBER ASSOCIATES, INC.

16 E. Main St.  
Marshalltown

**752-6701**

## HEATING & COOLING

### B & G HVAC

1208 E. Main Street  
Marshalltown

**641-752-3429**

## HEATING & COOLING

### KAPAUN & BROWN

1002 W. LINCOLNWAY  
MARSHALLTOWN

**641-753-3563**

## INSURANCE

### CHASE INSURANCE SERVICES

105 A. Westwood Dr.  
Marshalltown

**752-5733**

### INDEPENDENT INSURANCE SERVICES

11 E. Church Street  
Marshalltown

**752-4618**

### SHOMO-MADSEN INSURANCE

22 E Main St.  
Marshalltown

**753-6691**

## KITCHENS

### THE CABINET SHOPPE

217 N. 13th Street  
Marshalltown

**753-4969**

[www.cabinetshoppe.net](http://www.cabinetshoppe.net)





# BUSINESS DIRECTORY

## MISCELLANEOUS

**AUGUSTINE  
COMPANY**  
1210 Industrial Blvd.,  
Marshalltown  
**753-3875**

**SALVATION  
ARMY**  
107 W. State St.,  
Marshalltown  
**753-5236**

## MUSIC INSTRUCTION & SALES

**Randall's**  
guitar school & music shop  
Lessons On Guitar • Bass & Piano  
Guitars • Amps & Accessories  
Repairs • School Band Supplies  
1008 Summit Street  
Marshalltown • 752-8876  
[www.randallsguitarschoolandmusicshop.com](http://www.randallsguitarschoolandmusicshop.com)

## NURSING HOMES

 **Accura**  
HEALTHCARE  
*Of Marshalltown*  
"Partners in Care, Family for Life"  
2401 S. 2nd St. Marshalltown  
641-752-1553

## PAINTING

**PRO FINISH**  
COMMERCIAL & INDUSTRIAL  
**PAINTING**  
641-751-3568  
[www.profinishiowa.com](http://www.profinishiowa.com)

## PLUMBING & ELECTRIC

**ELECTRIC SUPPLY OF  
MARSHALLTOWN**  
1008 S. 12th Ave.  
Marshalltown  
**752-4672**

**HARTWIG PLUMBING  
& HEATING INC.**  
1002 W. Lincolnway  
Marshalltown  
**752-5707**

## GRANDVIEW HEIGHTS

Rehab & Healthcare  
910 E. Olive St. Marshalltown  
752-4581  
Where Our Family Takes Care of Yours!

## TAX SPECIALISTS

**H&R BLOCK**  
Tax & Business Services  
204 E. Linn, Suite C  
Marshalltown  
**752-4418**

**ACCU-TAX**  
1302 W. Main St.  
Marshalltown  
**752-6033**

## TELEPHONE SYSTEMS

**Tele-Difference**  
Telephone Sales & Installation  
Phone & Data Cabling Specialists  
**641/753-6422**  
[telediff@heartofiowa.net](mailto:telediff@heartofiowa.net)  
Steve Hubbard • Adam Grant



## www.marshalltown.org Statistics

	August '20	Avg/Month	YTD Total
Unique Visitors	5,738	11,476	68,854
Number of Visits	12,565	25,839	155,036
Page Views	366,693	293,744	1,762,461
Hits	556,645	603,578	3,621,466

The Marshalltown Area Chamber of Commerce's website traffic is strong. The website includes information about the Chamber's departments: government affairs/advocacy, economic development, education and workforce, membership services, and quality of life and tourism. Be sure to check it for business news, legislative updates, event photos, program information, job postings, and the Community Calendar.



## MARSHALLTOWN MORE THAN EVER

This summer, in collaboration with the City of Marshalltown and Vision Marshalltown, the Chamber released the Marshalltown More Than Ever campaign. We'll be sharing more information in the coming months, but for now please help us celebrate and share the positive stories about how Marshalltown is a great place to live, learn, work, and play.



**Find Marshalltown Area Jobs**  
**[www.marshalltown.org/jobs](http://www.marshalltown.org/jobs)**

# ECONOMIC DEVELOPMENT

## The state of the U.S. economy

During the years preceding 2020's first fiscal quarter, the American economy experienced significant growth and expansion. GDP had achieved strong figures in 2018, and the economy continued to expand in 2019. Unemployment rates for January and February in 2020 were 3.6% and 3.5% respectively; these are exceptional figures given that 4 to 5% unemployment is generally regarded by economists as full employment. At the end of 2020's first fiscal quarter, COVID-19 resulted in an artificial shutdown of commerce and industry across the country. At the same time, the Federal Reserve's Open Market Committee (FOMC) lowered the federal funds rate to 0 to 0.25%. This change decreased the borrowing rate for many consumer products like credit cards and personal loans. Additionally, the CARES Act served as a buffer during the harshest months of the pandemic when non-essential services were shutdown.

As we prepare to enter the fourth fiscal quarter for 2020, the economic landscape ahead is looking hopeful. The unemployment rate for August came in at 8.4%, down from 10.2% in July and 14.4% in April - the highest unemployment rate for 2020 during COVID-19. Even though 8.4% is still a bit high, the trend is on track to deliver more employment and better GDP numbers for 2020's last quarter. The Federal Reserve has also signaled rates would remain for a while in order to help our country recover. The American people have proven time and again that we can defeat anything that comes our way, and this situation is no different.

### Economic Statistics

Employment – Marshall County - July	2020	2019
(Source: Iowa Workforce Development)		
Labor force	17,030	18,240
Unemployed	1,200	650
Percent unemployed	7	3.6
Total employment	15,840	17,590
Marshall County Construction - July	2020	2019
(Source: Marshalltown Building Department)		
Building permits	15	25
New Residential Construction	\$54,000	\$44,000
Residential Addition/Remodeling	\$98,000	\$102,000
New Commercial/Industrial Const.	\$0	\$1,734,000
Commercial/Industrial Remodeling	\$2,215,000	\$308,000
Housing Sales Data - August	2020	2019
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	32	51
Average sale price	\$166,852	\$161,106
Median sale price	\$151,250	\$137,500

**Storms? Pandemic? Tornado?**

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Cindy Jon Jerrod Jasmine

FDIC

**Need an employee?  
Looking for an employer?**

**Check out the Chamber's online Marshalltown  
Job Postings at:**

[www.marshalltown.org/jobs](http://www.marshalltown.org/jobs)

**Chamber Chat - Sundays**

**6:30 a.m. on 99.5 KDAO FM**

**7:30 a.m. on 1190 KDAO AM**

**GOODYEAR**  
#1 in Tires

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Marshalltown  
752-7511**

*Economic development is about relationships.  
It's about bringing the right people with the right  
resources to see a project to fruition to accomplish  
a specific goal which is to make the community  
an even better place to live and do business.*



The local band Exit 185 wrapped up the summer concert series at the Central Iowa Fairgrounds on September 12. The series featured live music on five different occasions beginning in July.



Fall has arrived out at Grimes Farm. Go for a hike and soak up the weather.



## The Fall 2020 Back Roads Junk-It Trail is coming October 9-11

### Schedule

Friday, October 9 – 10:00 to 6:00

Saturday, October 10 – 9:00 to 5:00

Sunday, October 11 – 12:00 to 4:00

For more information visit [backroadsjunkittrail.com](http://backroadsjunkittrail.com).



Grab your shopping buddies and get ready to hit the trail! Three full days of antique, vintage, rustic, primitive, retro and rusty goodness along a back roads trail in Central Iowa. It includes 30+ stops that include brick and mortar shops, barns and pop-ups. Located in Central Iowa as far south as Colfax and north to Eldora/Steamboat Rock and lots of places in between. It includes several Marshalltown locations and other area businesses.



Fall 2020

Friday, October 9 – 10:00 to 6:00

Saturday, October 10 – 9:00 to 5:00

Sunday, October 11 – 12:00 to 4:00



Search for antique, vintage, primitive, rustic, retro, and rusty goods.



## Membership Hack: Are you 'in the know'?

The Marshalltown Area Chamber of Commerce is an info-hub for the public and its members. We disseminate information and bring the community together through tourism, economic development, and membership. What are some things you can do to become 'in the know'?

1. Join our social media – We have two Facebook accounts – Marshalltown Area Chamber of Commerce and Marshalltown Area Chamber Tourism. We update regularly and they are great tools for getting information out quickly. Follow both to know what's happening in Marshalltown.
2. Read your newsletters – In addition to the monthly printed newsletter (The Digest), the Chamber sends out weekly "This Week in Marshalltown" e-newsletter featuring upcoming events and tourist attractions, as well as regular e-newsletters to members about Chamber events and information.
3. Online Calendars – Jump online to [www.marshalltown.org](http://www.marshalltown.org) and click on the "Work" tab for 2020 Chamber Events. You can also click on the "Events" tab to see a community calendar and a visitor calendar.
4. Read The Digest. You are obviously doing this by reading this article now. This newspaper is released monthly and has a ton of useful information in it. Encourage a member who is also a friend to read their Digest to be more 'in the know'.

## OCTOBER/NOVEMBER

Coming in October: Manufacturers Appreciation lunch & learn series

Watch for information about virtual candidate forums coming in October!

**November 26 & 27:** Chamber office closed

For an up-to-date list of events please visit [www.marshalltown.org/work/chamber-calendar/](http://www.marshalltown.org/work/chamber-calendar/)

upcoming  
**EVENTS**



Pat Hageman  
Agent



Maria Mitchell-Butler  
Agent-CSA



Lance Horbach  
Agent



Tyler Slagle  
Agent



Paul Beals  
Agent



Mark Rohde  
Agent



Austin Burn  
Agent



Rich Mahon  
Agent



Doug Joslin  
Agent



Bonnie Ort  
Processor



Robin Angstrom  
Agent-CSA



Doris Rowley  
Agent-CSA



Carla Nordstrom  
Agent-CSA



Kathy Minkal  
Administrative Assistant



Jasmin Cisneros  
Administrative Assistant



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Matt Roelsgard  
Information Systems



Kristi Carlson  
Office Manager



Vivian Ceron  
Agent-CSA



Heather Harus  
Agent-CSA



Samantha Garrison  
Agent-CSA



Leandra Abel  
Administrative Assistant